

Job description

Are you a proactive, confident self-starter that thrives in competitive situations? Is being the best you can be important to you? Do you consider yourself enthusiastic, optimistic, & adept at winning & influencing others? Have Medical Sales Experience? *This may be a fit for you:* Reporting to the VP of Sales, this role focuses on initiating contact with clients and creating tailored proposals that will meet the customer's needs. Responsibilities include meeting with potential and current clients to inform them of new product releases and updates, discuss their requirements, provide product demonstrations, present resulting quote and close the sale!

Outside Sales Representative Responsibilities:

- Qualify prospects within assigned sales territory and build a consistent pipeline to meet sales goals
- Quickly move prospects through the sales process by delivering outstanding consultative, sales, and customer experience
- Update sales and client databases with current information
- Be informed on the latest industry developments by attending team meetings and training workshops
- Negotiating with potential and existing customers to close sales

What's in it for you:

- Competitive base pay plus commission
- Flexible work location
- Professional work environment and positive company culture
- Unlimited career growth opportunities
- Best-in-class sales training, and extensive support

Outside Sales Representative Requirements:

- Minimum of 2 years Outside Medical Sales experience
- Computer literate and is familiar with CRM software
- Strong negotiating, planning, and consultative sales skills
- Outstanding written and verbal communication capabilities
- Excellent organizational and problem-solving skills
- Strong interpersonal skills to build rapport with prospective and existing customers
- Detail-oriented and has good time management skills to succeed in a fast-paced environment

Are you the one we are looking for? Submit your application today and get the chance to join our growing family.

Job Type: Full-time

Salary: \$50,000.00 - \$75,000.00 per year

Benefits:

- Dental insurance
- Health insurance
- Paid time off

Schedule:

- Monday to Friday

Supplemental pay types:

- Bonus pay
- Commission pay

Experience:

- Medical Sales: 2 years (Preferred)